



BDC Advisors, LLC

## Sale of AHERF - East

## Sale Process ... Summary

The handling of the AHERF-East sale process negatively impacted the proceeds received at sale.

# Decline in Value From Sale of AHERF-East

- during the sale of AHERF-East were a lengthy sale process, low Three factors known to negatively impact the asset sale price number of bidders, and the filing of bankruptcy
  - The handling of the sale of AHERF-East's assets had a negative impact on the sale price based on the decline in AHERF-East hospital volume by 16% during the sale process

Source: BDC Advisors, LLC analysis

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## Sale Process . . . Auction

the filing of bankruptcy during a sale / auction process can result in a lower sale Based on research studies, a long auction process, low number of bidders and

#### Long Auction Process

- AHERF decided to sell a portion of the AHERF-East in January 1998
  - The sale was finally completed in November 1998

#### Low Number of Bidders

- AHERF began the sale of AHERF. East assets using a sole bidder approach in January 1998
- competitive auction in August 1998 The sale process moved to a
- AHERF-East received only one bid by

#### Filing of Bankruptcy

AHERF-East filed for bankruptcy during the sale process in July 1998

the time the first round bids were due (September 1998)

Lower Sale Price

Source: BDC Advisors, LLC

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#### Appendix 2

#### Unsecured Creditors of AHERF v. PwC Cravath, Swaine & Moore, LLP Civil Action No. 00-684

Hospital Turnaround Framework

November 2004